

Borrower/Client	NA				File No.	2008-363.A JK	
Property Address	6343 Louisa Road						
City	Keswick	County	Albemarle	State	VA	Zip Code	22974
Lender	Client: Laurie Pace						



Date of Valuation

9/4/2008

6343 Louisa Road  
Deed Book 1234, Page 397  
Keswick, VA 22974

For

Client: Laurie Pace

TABLE OF CONTENTS

Invoice 2008-363 JK .....	1
Summary of Salient Features .....	2
USPAP Identification .....	3
FIRREA/USPAP Addendum .....	4
URAR .....	5
Additional Comparables 4-6 .....	7
General Text Addendum .....	8
Statement of Limiting Conditions .....	9
Generic Map .....	11
Tax Assessor's Map .....	12
Location Map .....	13
Scanned Building Sketch .....	14
Subject Photos .....	15
Subject Photos .....	16
Subject Photos .....	17
Subject Photos .....	18
Subject Photos .....	19
Subject Photos .....	20
Comparable Photos 1-3 .....	21
Comparable Photos 4-6 .....	22

SUMMARY OF SALIENT FEATURES

SUBJECT INFORMATION	Subject Address	6343 Louisa Road
	Legal Description	Deed Book 1234, Page 397
	City	Keswick
	County	Albemarle
	State	VA
	Zip Code	22974
	Census Tract	104
	Map Reference	66-13
SALES PRICE	Sale Price	\$ NA
	Date of Sale	N/A
CLIENT	Borrower / Client	NA
	Lender	Client: Laurie Pace
DESCRIPTION OF IMPROVEMENTS	Size (Square Feet)	3,570
	Price per Square Foot	\$
	Location	Good
	Age	100+/-
	Condition	Remod/Good
	Total Rooms	10
	Bedrooms	4
	Baths	2
APPRAISER	Appraiser	James M. Kennedy
	Date of Appraised Value	9/4/2008
VALUE	Final Estimate of Value	\$ 1,095,000

Borrower NA		File No. 2008-363.A JK	
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

APPRAISAL AND REPORT IDENTIFICATION

This appraisal conforms to one of the following definitions:

☒ Complete Appraisal (The act or process of estimating value, or an opinion of value, performed without invoking the Departure Rule.)

☐ Limited Appraisal (The act or process of estimating value, or an opinion of value, performed under and resulting from invoking the Departure Rule.)

This report is one of the following types:

☐ Self Contained (A written report prepared under Standards Rule 2-2(a) of a Complete or Limited Appraisal performed under STANDARD 1.)

☒ Summary (A written report prepared under Standards Rule 2-2(b) of a Complete or Limited Appraisal performed under STANDARD 1.)

☐ Restricted (A written report prepared under Standards Rule 2-2(c) of a Complete or Limited Appraisal performed under STANDARD 1, restricted to the stated intended use by the specified client or intended user.)

Comments on Standards Rule 2-3

I certify that, to the best of my knowledge and belief:

☐ The statements of fact contained in this report are true and correct.

☐ The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, impartial, and unbiased professional analyses, opinions and conclusions.

☐ I have no (or the specified) present or prospective interest in the property that is the subject of this report, and no (or the specified) personal interest with respect to the parties involved.

☐ I have no bias with respect to the property that is the subject of this report or the parties involved with this assignment.

☐ My engagement in this assignment was not contingent upon developing or reporting predetermined results.

☐ My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.

☐ My analyses, opinions and conclusions were developed and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.

☐ I have (or have not) made a personal inspection of the property that is the subject of this report.

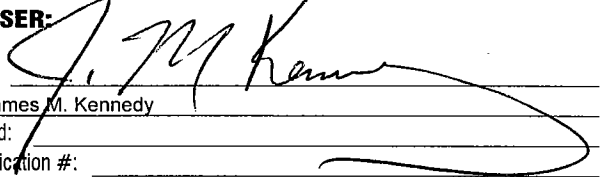
☐ No one provided significant real property appraisal assistance to the person signing this certification. (If there are exceptions, the name of each individual providing significant real property appraisal assistance must be stated.)

Comments on Appraisal and Report Identification

Note any departures from Standards Rules 1-3 and 1-4, plus any USPAP-related issues requiring disclosure:

No departures.

APPRAISER:

Signature: 

Name: James M. Kennedy

Date Signed: \_\_\_\_\_

State Certification #: \_\_\_\_\_

or State License #: 4001 000567

State: VA

Expiration Date of Certification or License: 11/30/2009

SUPERVISORY APPRAISER (only if required):

Signature: \_\_\_\_\_

Name: Sean B. McCoy

Date Signed: \_\_\_\_\_

State Certification #: \_\_\_\_\_

or State License #: \_\_\_\_\_

State: \_\_\_\_\_

Expiration Date of Certification or License: \_\_\_\_\_

☐ Did ☒ Did Not Inspect Property

<b>FIRREA / USPAP ADDENDUM</b>			
Borrower NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender/Client Client: Laurie Pace			
<b>Purpose</b>			
The purpose of this appraisal is to estimate the market value of the subject property. Market value is as defined by FNMA, FHLMA & FIRREA. The function of this appraisal is to assist the lender in making underwriting decisions concerning the risks associated with a residential mortgage loan.			
<b>Scope</b>			
A physical inspection of the subject property and a visual overview inspection of the neighborhood has been made by the appraiser. I have obtained data or information from public and private sources that are deemed reliable. Each sale has been verified with the sources noted on the appraisal. The opinions and analysis of the appraiser are based on my education, experience and knowledge concerning the type of property noted in this report. The appraiser is not responsible for any omission of facts in public records or facts that could not be determined in my normal investigation. The appraiser who's signature appears on this report has sufficient education, experience and knowledge to appraise this type of real estate. No other person has provided significant professional assistance to during the preparation of this report.			
<b>Intended Use / Intended User</b>			
Intended use: the use or uses of an appraiser's reported appraisal, consulting or review assignment opinions and conclusions as identified by the appraiser based on communications with the client at time of engagement.			
Intended user: the client and any other party as identified by name or type as users of the appraisal, consulting or review by the appraiser based on communications with the client at time of engagement.			
<b>History of Property</b>			
Current listing information: The subject property was listed for sale at time of inspection.			
Prior sale: The subject has not transferred in the last 36 months.			
<b>Exposure Time / Marketing Time</b>			
The appraiser estimates that a reasonable marketing time for the subject property is 6 months. This is consistent with the estimated marketing time noted.			
<b>Personal (non-realty) Transfers</b>			
No personal property was included in the final value estimated for the subject.			
<b>Additional Comments</b>			
This appraisal was prepared with photo imaging technology and not traditional 35mm photography. These images have not been altered in any way.			
This report may contain digital signatures. This type of signature meets the requirements of the Uniform Standards of Professional Appraisal Practice (USPAP). The software program used to generate this digital signature is password protected. The appraiser has sole control over affixing his/her digital signature to a report. The appraisal report can not be modified without the permission of every appraiser who has signed this report. Electronically affixing a signature to a report carries the same level of authenticity and responsibility as a traditional signature.			
<b>Certification Supplement</b>			
1. This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or an approval of a loan.			
2. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result or the occurrence of a subsequent event.			
Appraiser(s): James M. Kennedy			
Effective date / Report date: 9/4/2008			
Supervisory Appraiser(s): Sean B. McCoy			
Effective date / Report date:			

UNIFORM RESIDENTIAL APPRAISAL REPORT										File No. 2008-363.A JK			
Property Description													
Property Address 6343 Louisa Road						City Keswick		State VA		Zip Code 22974			
Legal Description Deed Book 1234, Page 397						County Albemarle							
Assessor's Parcel No. 66-13						Tax Year 2008		R.E. Taxes \$ 4,584.96		Special Assessments \$ 0.00			
SUBJECT													
Borrower NA						Current Owner Pace, Laurie			Occupant: <input checked="" type="checkbox"/> Owner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant				
Property rights appraised <input checked="" type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold						Project Type <input type="checkbox"/> PUD <input type="checkbox"/> Condominium (HUD/VA only)		HOA \$ N/A /Mo.					
Neighborhood or Project Name Albemarle County						Map Reference 66-13		Census Tract 104					
Sale Price \$ NA						Date of Sale N/A		Description and \$ amount of loan charges/concessions to be paid by seller N/A					
Lender/Client Client: Laurie Pace						Address							
Appraiser James M. Kennedy						Address PO Box 2523, Charlottesville, VA 22902-2523							
NEIGHBORHOOD													
Location <input type="checkbox"/> Urban <input checked="" type="checkbox"/> Suburban <input type="checkbox"/> Rural				Predominant occupancy <input checked="" type="checkbox"/> Owner <input type="checkbox"/> Tenant <input checked="" type="checkbox"/> Vacant (0-5%) <input type="checkbox"/> Vac.(over 5%)		Single family housing PRICE \$(000) 300 Low New 6M High 150+ Predominant		Present land use % One family 75 2-4 family Multi-family Commercial Vacant 25		Land use change <input checked="" type="checkbox"/> Not likely <input type="checkbox"/> Likely <input type="checkbox"/> In process To:			
Built up <input type="checkbox"/> Over 75% <input checked="" type="checkbox"/> 25-75% <input type="checkbox"/> Under 25%													
Growth rate <input type="checkbox"/> Rapid <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Slow													
Property values <input type="checkbox"/> Increasing <input checked="" type="checkbox"/> Stable <input type="checkbox"/> Declining													
Demand/supply <input type="checkbox"/> Shortage <input checked="" type="checkbox"/> In balance <input type="checkbox"/> Over supply													
Marketing time <input type="checkbox"/> Under 3 mos. <input type="checkbox"/> 3-6 mos. <input checked="" type="checkbox"/> Over 6 mos.													
Note: Race and the racial composition of the neighborhood are not appraisal factors.													
Neighborhood boundaries and characteristics: The subject's immediate neighborhood is considered to be the Keswick/Cismont area, located in the northeast quadrant of Albemarle County. All of the properties in this area are well maintained, many have equestrian interests.													
Factors that affect the marketability of the properties in the neighborhood (proximity to employment and amenities, employment stability, appeal to market, etc.):													
The market appeal of properties in this area has historically been good. There is easy access to Charlottesville by way of Louisa Road (Route 22), proximity to employment is good and employment stability is good. The neighborhood consists of a mix of styles of homes, many of which are older estate homes, or new custom designed properties. The subject site size, house, and amenities fit well in this market segment.													
Market conditions in the subject neighborhood (including support for the above conclusions related to the trend of property values, demand/supply, and marketing time -- such as data on competitive properties for sale in the neighborhood, description of the prevalence of sales and financing concessions, etc.):													
There is an adequate supply of mortgage money at competitive rates. Sales concessions or interest rate buydowns are not common in the subject market segment. During the past 12 months property values have remained stable, but marketing times have increased, to approximately 6-8 months. Though there are other properties in the area which are in the subject's market segment, none of these have recently been offered for sale.													
PUD													
Project Information for PUDs (If applicable) - - Is the developer/builder in control of the Home Owners' Association (HOA)? <input type="checkbox"/> Yes <input type="checkbox"/> No N/A													
Approximate total number of units in the subject project _____ Approximate total number of units for sale in the subject project _____													
Describe common elements and recreational facilities:													
SITE													
Dimensions A survey was unavailable.						Topography Rolling-Good							
Site area 22.549 Ac. Corner Lot <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No						Size Good/from Tax Rec.							
Specific zoning classification and description RA-Residential						Shape Good Utility							
Zoning compliance <input checked="" type="checkbox"/> Legal <input type="checkbox"/> Legal nonconforming (Grandfathered use) <input type="checkbox"/> Illegal <input type="checkbox"/> No zoning						Drainage Appears Adequate							
Highest & best use as improved: <input checked="" type="checkbox"/> Present use <input type="checkbox"/> Other use (explain)						View Wooded/Private/Good							
Utilities Public Other		Off-site Improvements Type Public Private				Landscaping Attractive							
Electricity <input checked="" type="checkbox"/>		Street Macadam		<input checked="" type="checkbox"/>		Driveway Surface Gravel							
Gas <input type="checkbox"/> Private-Typical		Curb/gutter None-Typical		<input type="checkbox"/>		Apparent easements None Apparent							
Water <input type="checkbox"/> Well-Typical		Sidewalk None-Typical		<input type="checkbox"/>		FEMA Special Flood Hazard Area <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No							
Sanitary sewer <input type="checkbox"/> Septic-typical		Street lights None-Typical		<input type="checkbox"/>		FEMA Zone Zone C Map Date 4/2/90							
Storm sewer <input type="checkbox"/> None -Typical		Alley None-Typical		<input type="checkbox"/>		FEMA Map No. 510006							
Comments (apparent adverse easements, encroachments, special assessments, slide areas, illegal or legal nonconforming zoning use, etc.): The subject site is typically sized and graded for the neighborhood, and landscaping is attractive. Site improvements: a riding ring, several paddocks, run-in shed, small outbuilding, kennel, horse barn with attached guest apartment.													
GENERAL DESCRIPTION													
No. of Units One		Foundation Brk/CMU		Slab None		Area Sq. Ft.		Roof <input type="checkbox"/>					
No. of Stories Two		Exterior Walls Wood LapBrd		Crawl Space Yes		% Finished N/A		Ceiling <input checked="" type="checkbox"/>					
Type (Det./Att.) Detached		Roof Surface Cmp.Shngl		Basement None		Ceiling		Walls <input type="checkbox"/>					
Design (Style) Traditional		Gutters & Dwnspts. Metal		Sump Pump N/A		Walls		Floor <input checked="" type="checkbox"/>					
Existing/Proposed Existing		Window Type Dble.Hng.		Dampness None		Floor		None <input type="checkbox"/>					
Age (Yrs.) 100+/-		Storm/Screens Yes/Yes		Settlement None		Outside Entry		Unknown R-Value <input checked="" type="checkbox"/>					
Effective Age (Yrs.) 20		Manufactured House No		Infestation None Noted				Assumed Typical					
DESCRIPTION OF IMPROVEMENTS													
ROOMS		Foyer	Living	Dining	Kitchen	Den	Family Rm.	Rec. Rm.	Bedrooms	# Baths	Laundry	Other	Area Sq. Ft.
Basement													
Level 1		X	1	1	1		1					2	1,870
Level 2									4	2	X		1,700
Finished area above grade contains: 10 Rooms; 4 Bedroom(s); 2 Bath(s); 3,570 Square Feet of Gross Living Area													
INTERIOR		Materials/Condition		HEATING		KITCHEN EQUIP.		ATTIC		AMENITIES		CAR STORAGE:	
Floors Hrdwd.Tile				Type BaseBD		Refrigerator <input checked="" type="checkbox"/>		None <input type="checkbox"/>		Fireplace(s) # 6 <input checked="" type="checkbox"/>		None <input type="checkbox"/>	
Walls Plaster/Drywall				Fuel Electric		Range/Oven <input checked="" type="checkbox"/>		Stairs <input type="checkbox"/>		Patio Side <input checked="" type="checkbox"/>		Garage # of cars	
Trim/Finish Wd/Pnt&Stain				Condition Good		Disposal <input type="checkbox"/>		Drop Stair <input type="checkbox"/>		Deck Side <input checked="" type="checkbox"/>		Attached	
Bath Floor C.Tile/Carpet				COOLING		Dishwasher <input checked="" type="checkbox"/>		Scuttle <input checked="" type="checkbox"/>		Porch Front <input checked="" type="checkbox"/>		Detached	
Bath Wainscot C. Tile/Fiberglass				Central None		Fan/Hood <input checked="" type="checkbox"/>		Floor <input type="checkbox"/>		Fence Paddocks <input checked="" type="checkbox"/>		Built-In	
Doors 6 Panel-Wood				Other Wnd Unit		Microwave <input type="checkbox"/>		Heated <input type="checkbox"/>		Pool <input type="checkbox"/>		Carport	
All in good condition				Condition Good		Washer/Dryer <input type="checkbox"/>		Finished <input type="checkbox"/>		Outbuildings <input checked="" type="checkbox"/>		Driveway Ample	
COMMENTS													
Additional features (special energy efficient items, etc.): Good quality workmanship and materials throughout. In addition to the main house there is a 9 x 30 studio; a dog kennel; 78 x 36 horse barn with 10 stalls, a wash stall and tack room; and a 576 sf guest cottage; riding arena.													
Condition of the improvements, depreciation (physical, functional, and external), repairs needed, quality of construction, remodeling/additions, etc.: The subject is in good condition. No needed repairs were noted. There are no physical, functional, or external inadequacies. The main house was renovated 1984 and in 1992.													
The barn, guest cottage and riding arena were built in 1992. The house design and outbuildings should have strong appeal in this market segment.													
Adverse environmental conditions (such as, but not limited to, hazardous wastes, toxic substances, etc.) present in the improvements, on the site, or in the immediate vicinity of the subject property.: Though assuming no expertise, the appraiser notes no environmental problems during the inspection or research of the property.													

Valuation Section

UNIFORM RESIDENTIAL APPRAISAL REPORT

File No. 2008-363.A JK

COST APPROACH

ESTIMATED SITE VALUE 22.549 = \$ 397,000

ESTIMATED REPRODUCTION COST-NEW-OF IMPROVEMENTS:

Dwelling 3,570 Sq. Ft. @\$ 180.00 = \$ 642,600

Sq. Ft. @\$ =

Barn; Cottage/Studio, Stable; Decks; Shed = 346,400

Garage/Carport Sq. Ft. @\$ =

Total Estimated Cost New = \$ 989,000

Less Physical Functional External

Depreciation 282,557 = \$ 282,557

Depreciated Value of Improvements = \$ 706,443

"As-is" Value of Site Improvements Pdcks; Fence; Ring = \$ 51,000

INDICATED VALUE BY COST APPROACH = \$ 1,154,443

Comments on Cost Approach (such as, source of cost estimate, site value, square foot calculation and for HUD, VA and FmHA, the estimated remaining economic life of the property): Due to the age of the subject, the Cost Approach is not a reliable value indicator, and is not considered.

The estimated remaining economic life 70 years.

SALES COMPARISON ANALYSIS

ITEM	SUBJECT	COMPARABLE NO. 1	COMPARABLE NO. 2	COMPARABLE NO. 3
6343 Louisa Road		8048 Batesville Road	309 Pelham Drive	1716 Union Mills Road
Address Keswick/Albemarle County		Afton/Albemarle County	Keswick/Louisa County	Keswick/Albemarle County
Proximity to Subject		28.68 miles	5.94 miles	9.22 miles
Sales Price	\$ NA	\$ 930,000	\$ 1,075,000	\$ 599,000
Price/Gross Living Area	\$ NA	\$ 339.29	\$ 261.49	\$ 196.65
Data and/or	Inspection	MLS/Public Records	MLS/Public Records	MLS/Public Records
Verification Source	File# 2005-215	File# 2008-	File# 2008-	File# 2008-
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION + (-)\$ Adjust.	DESCRIPTION + (-)\$ Adjust.	DESCRIPTION + (-)\$ Adjust.
Sales or Financing		Conven; No	Conven; No	Conven; No
Concessions		Concessn; Clsd	Concessn; Clsd	Concessn; Clsd
Date of Sale/Time		4/28/2008	1/31/2008	8/01/2008
Location	Good	Good	Good	Good
Leasehold/Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Site	22.549 Ac.	24.72 Ac.	26.27 Ac.	6.07 Ac. +247,200
View	Good/Private	Good/Private	Good/Private	Infer/NegRd(10%) +60,000
Design and Appeal	Traditional	Traditional	Traditional	Traditional
Quality of Construction	Good	Good	Good	Good
Age	100+/-	100+/-	130+/-	68+/-
Condition	Remod/Good	Remod/Good	Remod/Good	Remod/Good
Above Grade	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths	Total Bdrms Baths
Room Count	10 4 2	8 4 3 -2,000	10 5 3.5 -3,000	9 4 3 -2,000
Gross Living Area	3,570 Sq. Ft.	2,741 Sq. Ft. +49,740	4,111 Sq. Ft. -32,460	3,046 Sq. Ft. +31,440
Basement & Finished	None	None	None	None
Rooms Below Grade	N/A	N/A	N/A	N/A
Functional Utility	Good	Good	Good	Good
Heating/Cooling	EI BB/No CAC	F.Air/CAC -10,000	F.Air/CAC -10,000	F.Air/CAC -10,000
Energy Efficient Items	Typical Features	Typical Features	Typical Features	Typical Features
Garage/Carport	None	None	None	None
Porch, Patio, Deck, Fireplace(s), etc.	Porch; Deck; Patio 6 FP	Porch; Deck; Patio 1 FP +10,000	Porch; Deck; Patio 5 FP +2,000	Porch; Deck; Patio 2 FP +8,000
Fence, Pool, etc.	RidingRng/Paddks	None +45,000	Paddocks +15,000	Paddock +15,000
Other	Barn/Guest/Outbld	Hay Barn, Shed +112,500	2Brn;Cottg/ Inferior +67,500	SmlBarn Shed/Infer +112,500
Net Adj. (total)		Net 22.1 % Gross 24.6 % \$ 205,240	Net 3.6 % Gross 12.1 % \$ 39,040	Net 77.2 % Gross 81.2 % \$ 462,140
Adjusted Sales Price of Comparable		\$ 1,135,240	\$ 1,114,040	\$ 1,061,140
Comments on Sales Comparison (including the subject property's compatibility to the neighborhood, etc.): The sales provided were chosen after a search, going back 18 months, in the CAAR MLS and Public Records, for properties in the subject's market segment. These comparables are the strongest value indicators for the subject. Due to the variety of differences between each property and the subject, one sale is not given the most weight. The subject's value is estimated above the mid point of the indicated value range. See Attached Comments.				

RECONCILIATION

ITEM SUBJECT COMPARABLE NO. 1 COMPARABLE NO. 2 COMPARABLE NO. 3

Date, Price and Data Source, for prior sales within year of appraisal No Previous Sale within 36 months of the appraisal No Previous Sale within 36 months of the appraisal No Previous Sale within 36 months of the appraisal

Analysis of any current agreement of sale, option, or listing of subject property and analysis of any prior sales of subject and comparables within one year of the date of appraisal: The subject was not listed at the time of inspection and has not transferred within the past 3 years. No personal property items are included in the appraised value.

INDICATED VALUE BY SALES COMPARISON APPROACH \$ 1,095,000

INDICATED VALUE BY INCOME APPROACH (if Applicable) Estimated Market Rent \$ /Mo. x Gross Rent Multiplier = \$

This appraisal is made ☒ "as is" ☐ subject to the repairs, alterations, inspections or conditions listed below ☐ subject to completion per plans & specifications.

Conditions of Appraisal: No special conditions apply. See attached addendum.

Final Reconciliation: The Sales Approach was weighed most heavily in the valuation. The Cost Approach is typically not very reliable for older houses such as the subject. The Income Approach could not be used due to the lack of rental data. After considering the subject's strong appeal design, quality, and location, its value tends toward the midpoint of the indicated value range.

The purpose of this appraisal is to estimate the market value of the real property that is the subject of this report, based on the above conditions and the certification, contingent and limiting conditions, and market value definition that are stated in the attached Freddie Mac Form 439/FNMA form 1004B (Revised 6/2002).

I (WE) ESTIMATE THE MARKET VALUE, AS DEFINED, OF THE REAL PROPERTY THAT IS THE SUBJECT OF THIS REPORT, AS OF 9/4/2008

(WHICH IS THE DATE OF INSPECTION AND THE EFFECTIVE DATE OF THIS REPORT) TO BE \$ 1,095,000

APPRaiser: Signature James M. Kennedy James M. Kennedy Lic. No. 4001 000567

SUPERVISORY APPRAISER (ONLY IF REQUIRED): Signature Sean B. McCoy

State Certification # State State State

Or State License # 4001 000567 State State State

Freddie Mac Form 70 6/93

Form 1004-2 TOTAL for Windows appraisal software by a la mode, inc. — 1-800-ALAMODE

PAGE 2 OF 2

Fannie Mae Form 1004 6-93

# UNIFORM RESIDENTIAL APPRAISAL REPORT

## MARKET DATA ANALYSIS

These recent sales of properties are most similar and proximate to subject and have been considered in the market analysis. The description includes a dollar adjustment, reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to, or more favorable than, the subject property, a minus (-) adjustment is made, thus reducing the indicated value of the subject. If a significant item in the comparable is inferior to, or less favorable than, the subject property, a plus (+) adjustment is made, thus increasing the indicated value of the subject.

SALES COMPARISON ANALYSIS

ITEM	SUBJECT	COMPARABLE NO. 4				COMPARABLE NO. 5				COMPARABLE NO. 6			
6343 Louisa Road Address Keswick/Albemarle County		340 Greenway Farm Place Afton/Albemarle County											
Proximity to Subject		30.17 miles											
Sales Price	\$ NA			\$ 995,000				\$				\$	
Price/Gross Living Area	\$ 4	\$ 356.12 4				\$ 4				\$ 4			
Data and/or Verification Sources	Inspection File# 2005-215	MLS/Public Records File# 2008-											
VALUE ADJUSTMENTS	DESCRIPTION	DESCRIPTION	+(-)\$ Adjust.			DESCRIPTION	+(-)\$ Adjust.			DESCRIPTION	+(-)\$ Adjust.		
Sales or Financing Concessions		LISTING											
Date of Sale/Time		List Date 9/1/08											
Location	Good	Good											
Leasehold/Fee Simple	Fee Simple	Fee Simple											
Site	22.549 Ac.	21.00 Ac.											
View	Good/Private	Good/Private											
Design and Appeal	Traditional	Traditional											
Quality of Construction	Good	Good											
Age	100+/-	130+/-											
Condition	Remod/Good	Remod/Good											
Above Grade Room Count	Total Bdrms Baths 10 4 2	Total Bdrms Baths 8 4 2.5	-1,000			Total Bdrms Baths				Total Bdrms Baths			
Gross Living Area	3,570 Sq. Ft.	2,794 Sq. Ft.	+46,560			Sq. Ft.	0			Sq. Ft.	0		
Basement & Finished Rooms Below Grade	None N/A	None N/A											
Functional Utility	Good	Good											
Heating/Cooling	El BB/No CAC	HWRad/NoCAC											
Energy Efficient Items	Typical Features	Typical Features											
Garage/Carport	None	None											
Porch, Patio, Deck, Fireplace(s), etc.	Porch; Deck; Patio 6 FP	Porch; Deck; Patio 4 FP	+4,000										
Fence, Pool, etc.	RidingRng/Paddks	Pool/Pool Hse	Off-Set Values										
Other	Barn/Guest/Outbld	Brns;Cottg;Studio											
Net Adj. (total)		⊗ + □ - \$	49,560			□ + □ - \$				□ + □ - \$			
Adjusted Sales Price of Comparable		Net 5.0 % Gross 5.2 % \$	1,044,560			Net % Gross % \$				Net % Gross % \$			
Date, Price and Data Source for prior sales within year of appraisal	No Previous Sale within 36 months of the appraisal	No Previous Sale within 36 months of the appraisal											

Comments:

COMMENTS

Borrower/Client	NA		
Property Address	6343 Louisa Road		
City	Keswick	County	Albemarle
		State	VA
		Zip Code	22974
Lender	Client: Laurie Pace		

**Comments on Sales Comparables:**

The comparables provided are the most recent sales which have occurred in the subject's market segment. There are properties more like the subject found throughout Albemarle County, but none of these have recently been offered for sale. The market demand for these properties has remained stable since very few are ever on the market at any point in time.

It is recognized that the comparables have larger differences than preferred, care was taken to account for these differences. After making adjustments for the most significant items, the resulting value range was reviewed. Next, a general comparison was made of the more subjective items which are difficult to extract from the market as dollar or percentage amounts. Sale 1 has similar quality, but less amenities. Sale 2 has superior dwelling appeal, and is also inferior for site improvements. Sale 3 is the weakest comparable, it has similar dwelling appeal, but a much smaller site and no amenities. Comparable 4 is a current listing. It was recently put on the market for \$995,000. Previously it was listed for 2 years at a much higher price of \$1,600,000. The current list price seems more in line with the market.



**DEFINITION OF MARKET VALUE:** The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\* Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgement.

**STATEMENT OF LIMITING CONDITIONS AND APPRAISER'S CERTIFICATION**

**CONTINGENT AND LIMITING CONDITIONS:** The appraiser's certification that appears in the appraisal report is subject to the following conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
2. The appraiser has provided a sketch in the appraisal report to show approximate dimensions of the improvements and the sketch is included only to assist the reader of the report in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in the appraisal report whether the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand.
5. The appraiser has estimated the value of the land in the cost approach at its highest and best use and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.
6. The appraiser has noted in the appraisal report any adverse conditions (such as, needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
7. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
8. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice.
9. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that completion of the improvements will be performed in a workmanlike manner.
10. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated) to anyone other than the borrower; the mortgagee or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.

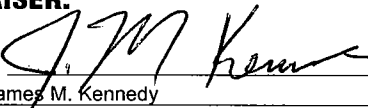
**APPRAISER’S CERTIFICATION:** The Appraiser certifies and agrees that:

1. I have researched the subject market area and have selected a minimum of three recent sales of properties most similar and proximate to the subject property for consideration in the sales comparison analysis and have made a dollar adjustment when appropriate to reflect the market reaction to those items of significant variation. If a significant item in a comparable property is superior to, or more favorable than, the subject property, I have made a negative adjustment to reduce the adjusted sales price of the comparable and, if a significant item in a comparable property is inferior to, or less favorable than the subject property, I have made a positive adjustment to increase the adjusted sales price of the comparable.
2. I have taken into consideration the factors that have an impact on value in my development of the estimate of market value in the appraisal report. I have not knowingly withheld any significant information from the appraisal report and I believe, to the best of my knowledge, that all statements and information in the appraisal report are true and correct.
3. I stated in the appraisal report only my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the contingent and limiting conditions specified in this form.
4. I have no present or prospective interest in the property that is the subject to this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or the estimate of market value in the appraisal report on the race, color, religion, sex, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property.
5. I have no present or contemplated future interest in the subject property, and neither my current or future employment nor my compensation for performing this appraisal is contingent on the appraised value of the property.
6. I was not required to report a predetermined value or direction in value that favors the cause of the client or any related party, the amount of the value estimate, the attainment of a specific result, or the occurrence of a subsequent event in order to receive my compensation and/or employment for performing the appraisal. I did not base the appraisal report on a requested minimum valuation, a specific valuation, or the need to approve a specific mortgage loan.
7. I performed this appraisal in conformity with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place as of the effective date of this appraisal, with the exception of the departure provision of those Standards, which does not apply. I acknowledge that an estimate of a reasonable time for exposure in the open market is a condition in the definition of market value and the estimate I developed is consistent with the marketing time noted in the neighborhood section of this report, unless I have otherwise stated in the reconciliation section.
8. I have personally inspected the interior and exterior areas of the subject property and the exterior of all properties listed as comparables in the appraisal report. I further certify that I have noted any apparent or known adverse conditions in the subject improvements, on the subject site, or on any site within the immediate vicinity of the subject property of which I am aware and have made adjustments for these adverse conditions in my analysis of the property value to the extent that I had market evidence to support them. I have also commented about the effect of the adverse conditions on the marketability of the subject property.
9. I personally prepared all conclusions and opinions about the real estate that were set forth in the appraisal report. If I relied on significant professional assistance from any individual or individuals in the performance of the appraisal or the preparation of the appraisal report, I have named such individual(s) and disclosed the specific tasks performed by them in the reconciliation section of this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in the report; therefore, if an unauthorized change is made to the appraisal report, I will take no responsibility for it.

**SUPERVISORY APPRAISER’S CERTIFICATION:** If a supervisory appraiser signed the appraisal report, he or she certifies and agrees that: I directly supervise the appraiser who prepared the appraisal report, have reviewed the appraisal report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser’s certifications numbered 4 through 7 above, and am taking full responsibility for the appraisal and the appraisal report.

**ADDRESS OF PROPERTY APPRAISED:** 6343 Louisa Road, Keswick, VA 22974

**APPRAISER:**

Signature: 

Name: James M. Kennedy

Date Signed: \_\_\_\_\_

State Certification #: \_\_\_\_\_

or State License #: 4001 000567

State: VA

Expiration Date of Certification or License: 01/30/2009



**SUPERVISORY APPRAISER (only if required):**

Signature: \_\_\_\_\_

Name: Sean B. McCoy

Date Signed: \_\_\_\_\_

State Certification #: \_\_\_\_\_

or State License #: \_\_\_\_\_

State: \_\_\_\_\_

Expiration Date of Certification or License: \_\_\_\_\_

☐ Did

☒ Did Not Inspect Property

Subject Site Value-Sales Grid

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Vacant Land Value

Tax Map	Subject	Sale B	Sale E	Listing D	Listing C
TM 66-13	Albemarle County	TM 22-15B	TM 87-16B	IM 47-35E	TM 48-70D
Location	Albemarle County	Albemarle County	Albemarle County	Albemarle County	Albemarle County
Date of Sale	NA	1/7/2007	3/3/2008	5/31/2007	8/22/2008
Sale Price		\$ 360,000	\$ 525,000	List Price \$ 395,000	List Price \$ 602,000
Improvements	Not Included	None	None	None	Cottage \$ 150,000
Value to Land		\$ 360,000	\$ 525,000	\$ 395,000	\$ 452,000
Site Size (Acres)	22.55	26.21	21.00	22.80	23.80
Price / Acre		\$ 13,720	\$ 25,000	\$ 17,325	\$ 18,992
Adjustments:					
Property Rights	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Financing	None	None	None	None	None
Market Conditions	Current	Current	Current	Current	Current
Adjustments:					
Price / Acre		\$ 13,720	\$ 25,000	\$ 17,325	\$ 18,992
Location	Good	Inferior	Similar	Similar	Similar
Views/Setting	Wooded/Pasture	Similar	Similar	Similar	Superior
Topography	Rolling	Similar	-20% Similar	Similar	-20% Similar
Shape	Irreg/Good	Similar	0% Similar	Similar	Similar
Road Frontage	Public Road	Similar	0% Similar	Similar	Similar
Utilities	Private	Private	0% Private	Private	Private
Zoning	R-A	R-A	0% R-A	R-A	R-A
Net Adjustments			-20%	10%	-20%
Price / Acre		\$ 16,463	\$ 20,000	\$ 19,057	\$ 15,193

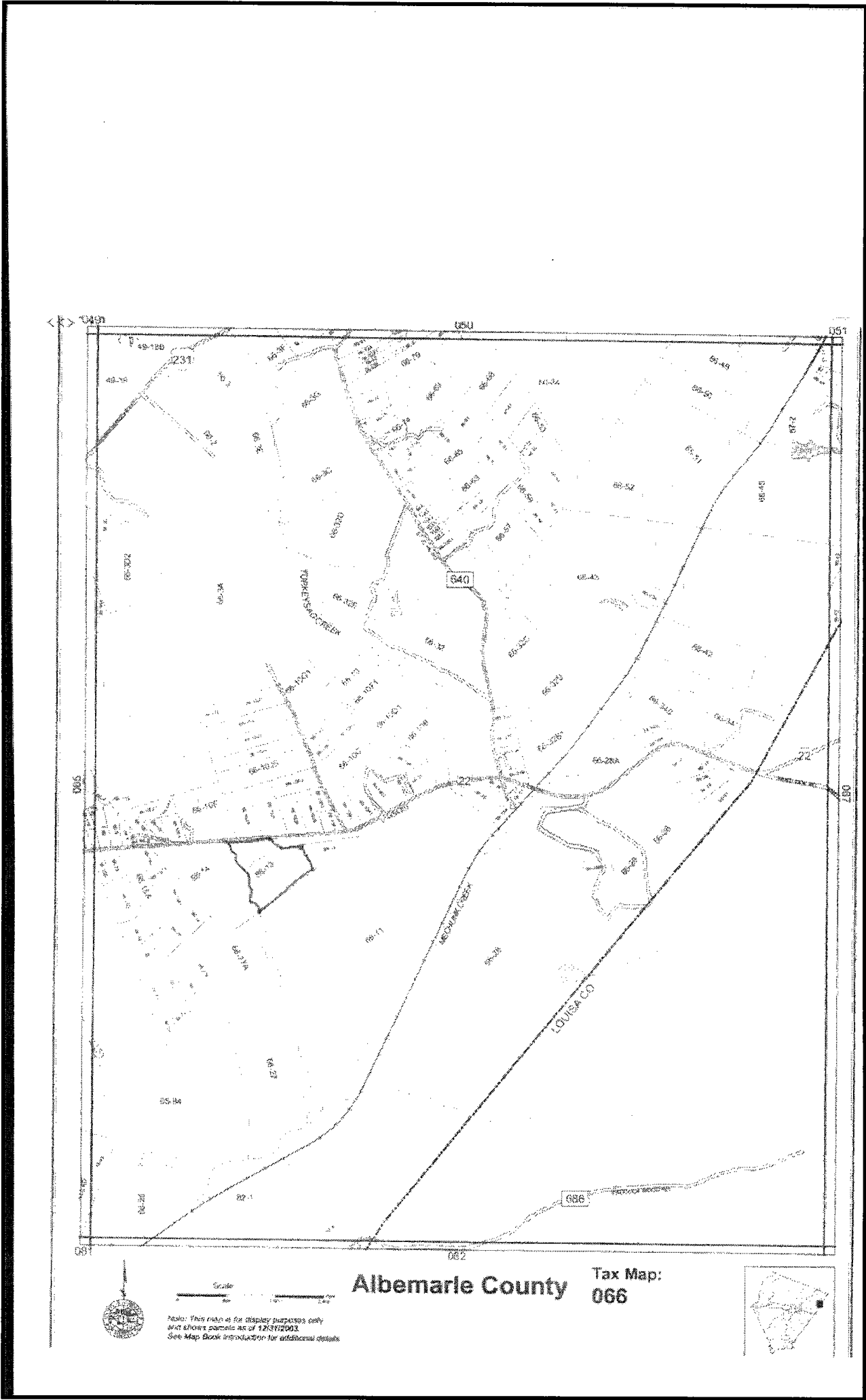
Average: \$ 17,678  
Midpoint \$ 17,597

\$ 17,600 Tends toward Sales 1 and 2  
22.55

Rounded \$ 396,852  
\$ 397,000

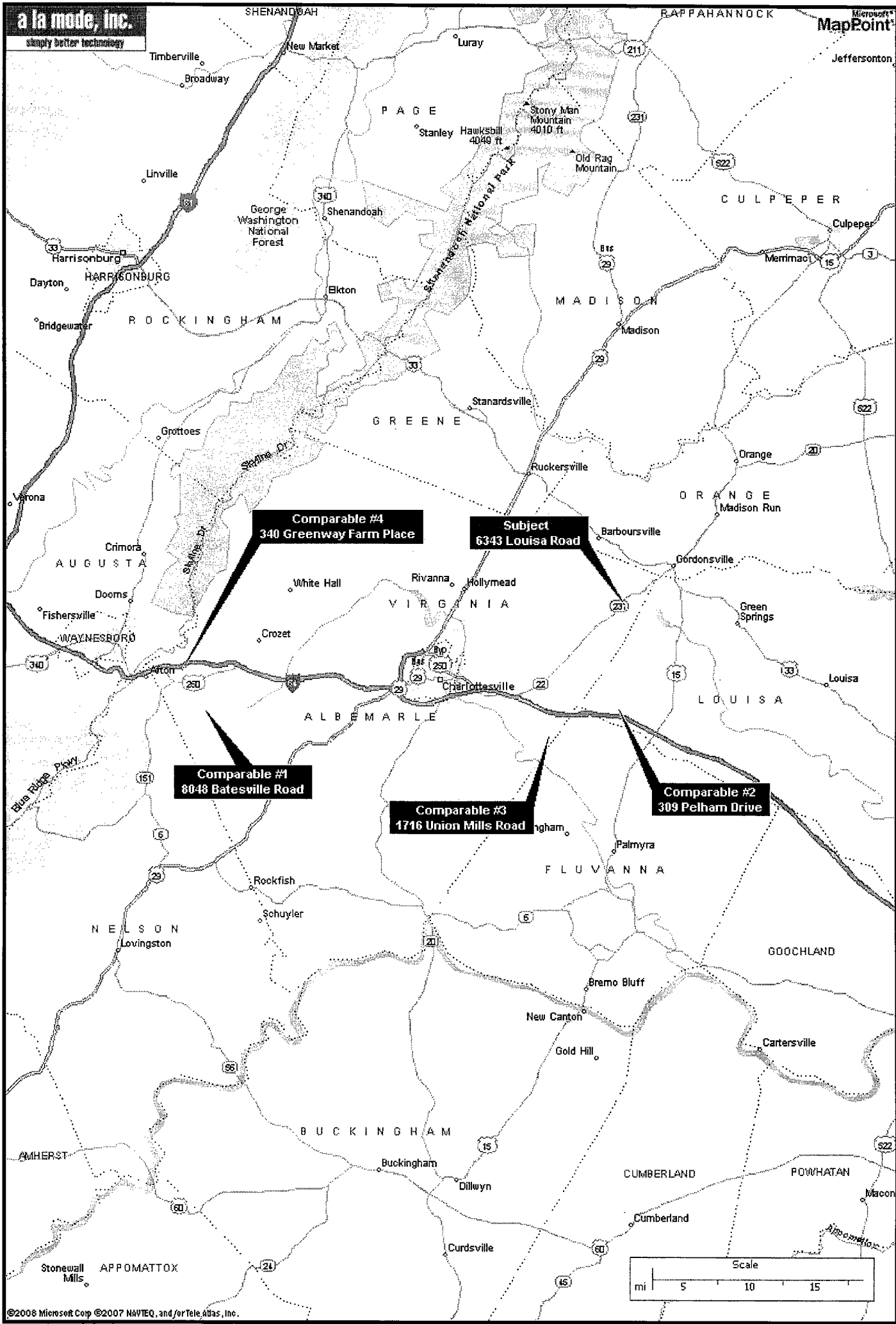
Tax Assessor's Map

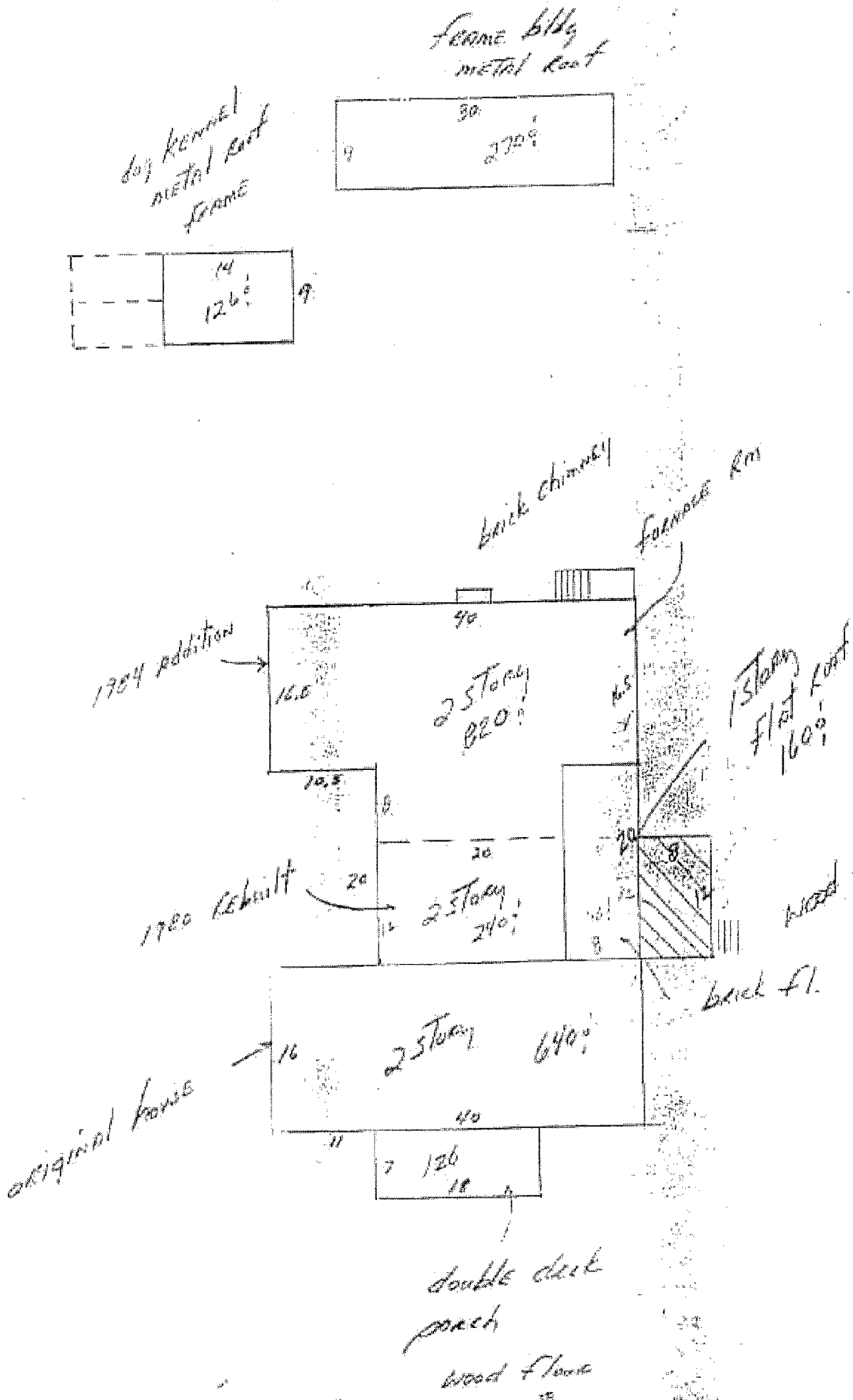
Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			



Location Map

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			





Building Sketch

Subject Photo Page

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Subject Front

6343 Louisa Road	
Sales Price	NA
Gross Living Area	3,570
Total Rooms	10
Total Bedrooms	4
Total Bathrooms	2
Location	Good
View	Good/Private
Site	22.549 Ac.
Quality	Good
Age	100+/-



Subject Rear



Subject Street



Subject Photo Page-Main House Interior

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			



6343 Louisa Road  
Sales Price NA  
Gross Living Area 3,570  
Total Rooms 10  
Total Bedrooms 4  
Total Bathrooms 2  
Location Good  
View Good/Private  
Site 22.549 Ac.  
Quality Good  
Age 100+/-





Subject Photo Page-Main House

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			



6343 Louisa Road  
Sales Price NA  
Gross Living Area 3,570  
Total Rooms 10  
Total Bedrooms 4  
Total Bathrooms 2  
Location Good  
View Good/Private  
Site 22.549 Ac.  
Quality Good  
Age 100+/-



Subject Photo Page

Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Stable Barn

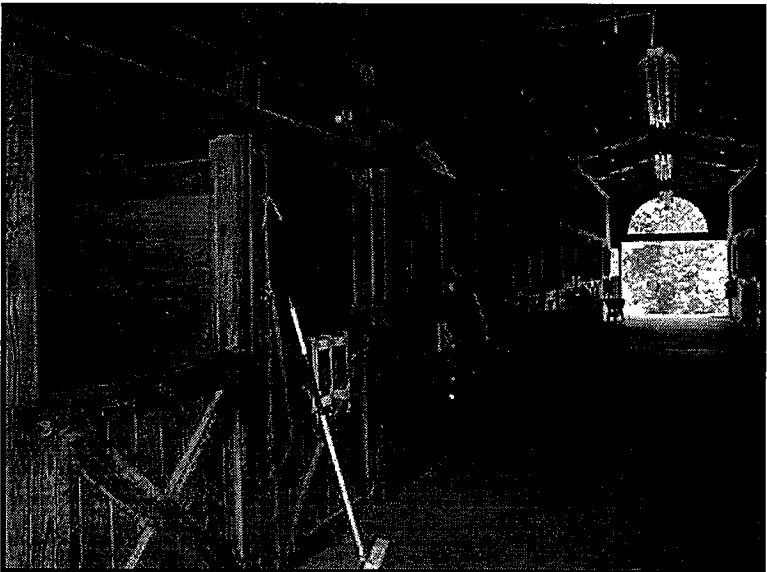
6343 Louisa Road	
Sales Price	NA
Gross Living Area	3,570
Total Rooms	10
Total Bedrooms	4
Total Bathrooms	2
Location	Good
View	Good/Private
Site	22.549 Ac.
Quality	Good
Age	100+/-



Attached Studio/Apartment



Stable Barn Interior



Subject Photo Page

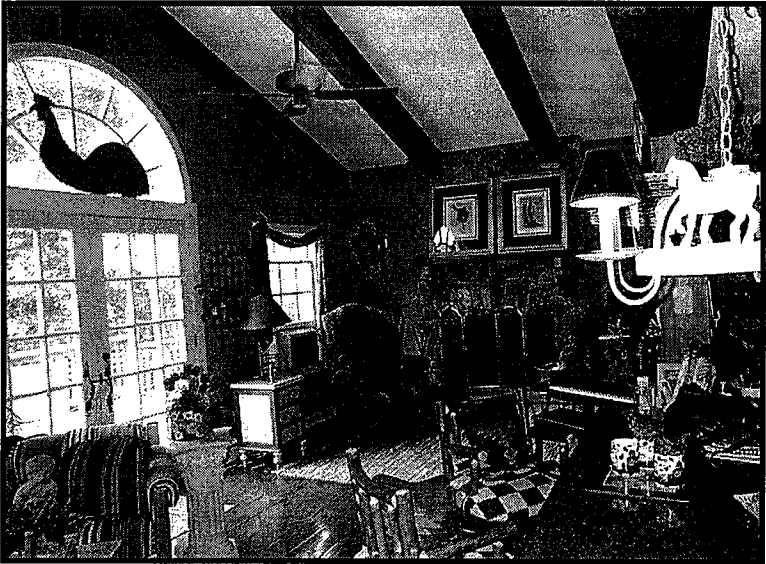
Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Studio Interior

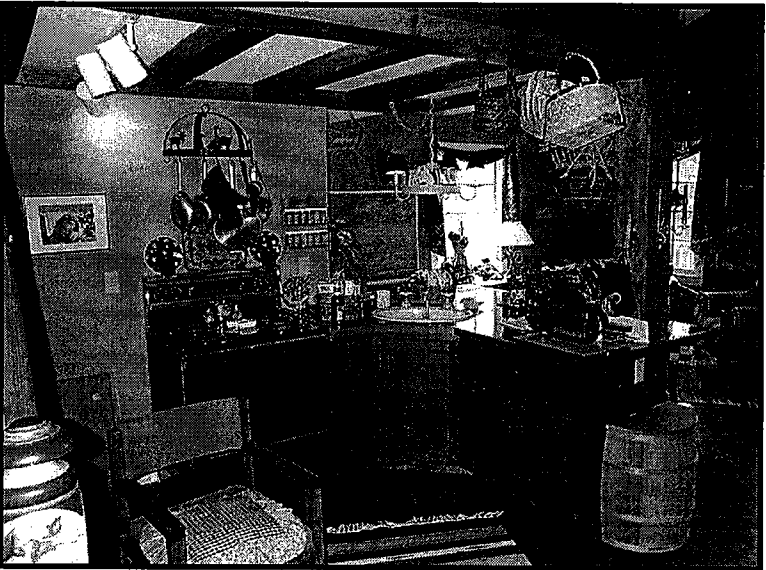
6343 Louisa Road	
Sales Price	NA
Gross Living Area	3,570
Total Rooms	10
Total Bedrooms	4
Total Bathrooms	2
Location	Good
View	Good/Private
Site	22.549 Ac.
Quality	Good
Age	100+/-



Interior



Interior



Subject Photo Page

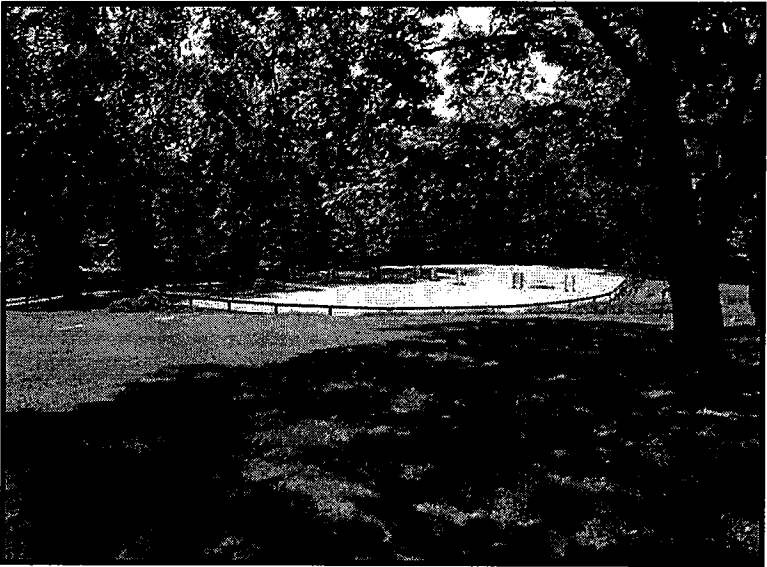
Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Stable & Office



6343 Louisa Road	
Sales Price	NA
Gross Living Area	3,570
Total Rooms	10
Total Bedrooms	4
Total Bathrooms	2
Location	Good
View	Good/Private
Site	22.549 Ac.
Quality	Good
Age	100+/-

Riding Ring



Paddocks



Comparable Photo Page

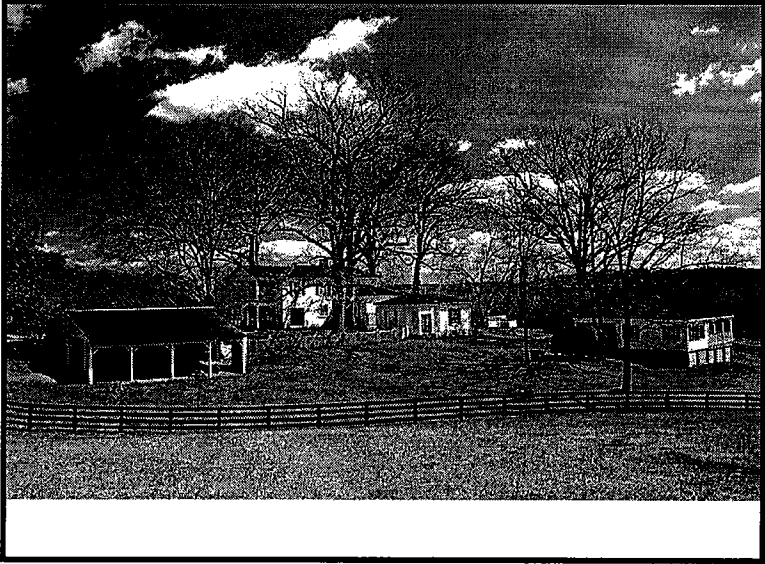
Borrower/Client NA			
Property Address 6343 Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Comparable 1



8048 Batesville Road	
Prox. to Subject	28.68 miles
Sale Price	930,000
Gross Living Area	2,741
Total Rooms	8
Total Bedrooms	4
Total Bathrooms	3
Location	Good
View	Good/Private
Site	24.72 Ac.
Quality	Good
Age	100+/-

Comparable 2



309 Pelham Drive	
Prox. to Subject	5.94 miles
Sale Price	1,075,000
Gross Living Area	4,111
Total Rooms	10
Total Bedrooms	5
Total Bathrooms	3.5
Location	Good
View	Good/Private
Site	26.27 Ac.
Quality	Good
Age	130+/-

Comparable 3



1716 Union Mills Road	
Prox. to Subject	9.22 miles
Sale Price	599,000
Gross Living Area	3,046
Total Rooms	9
Total Bedrooms	4
Total Bathrooms	3
Location	Good
View	Infer/NegRd(10%)
Site	6.07 Ac.
Quality	Good
Age	68+/-

Comparable Photo Page

Borrower/Client   NA			
Property Address   6343 Louisa Road			
City   Keswick	County   Albemarle	State   VA	Zip Code   22974
Lender   Client: Laurie Pace			

Comparable 4



340 Greenway Farm Place	
Prox. to Subject	30.17 miles
Sale Price	995,000
Gross Living Area	2,794
Total Rooms	8
Total Bedrooms	4
Total Bathrooms	2.5
Location	Good
View	Good/Private
Site	21.00 Ac.
Quality	Good
Age	130+/-

Comparable 5

Prox. to Subject
Sale Price
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location
View
Site
Quality
Age

Comparable 6

Prox. to Subject
Sale Price
Gross Living Area
Total Rooms
Total Bedrooms
Total Bathrooms
Location
View
Site
Quality
Age

Borrower/Client NA			File No. 2008-363.B JK	
Property Address Lot 1, Louisa Road				
City Keswick		County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace				



Date of Valuation

9/4/2008

Lot 1, Louisa Road  
Lot 1 (2.33 ac) per attached survey  
Keswick, VA 22974

For

Client: Laurie Pace

TABLE OF CONTENTS

FIRREA/USPAP Addendum .....	1
Land .....	2
Statement of Limiting Conditions .....	3
Location Map .....	5
Survey Map .....	6
Subject Photos .....	7

<b>FIRREA / USPAP ADDENDUM</b>			
Borrower NA			
Property Address Lot 1, Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender/Client Client: Laurie Pace			
<b>Purpose</b>			
The purpose of this appraisal is to estimate the market value of the subject property. Market value is as defined by FNMA, FHLMA & FIRREA. The function of this appraisal is to assist the lender in making underwriting decisions concerning the risks associated with a residential mortgage loan.			
<b>Scope</b>			
A physical inspection of the subject property and a visual overview inspection of the neighborhood has been made by the appraiser. I have obtained data or information from public and private sources that are deemed reliable. Each sale has been verified with the sources noted on the appraisal. The opinions and analysis of the appraiser are based on my education, experience and knowledge concerning the type of property noted in this report. The appraiser is not responsible for any omission of facts in public records or facts that could not be determined in my normal investigation. The appraiser who's signature appears on this report has sufficient education, experience and knowledge to appraise this type of real estate. No other person has provided significant professional assistance to during the preparation of this report.			
<b>Intended Use / Intended User</b>			
Intended use: the use or uses of an appraiser's reported appraisal, consulting or review assignment opinions and conclusions as identified by the appraiser based on communications with the client at time of engagement.			
Intended user: the client and any other party as identified by name or type as users of the appraisal, consulting or review by the appraiser based on communications with the client at time of engagement.			
<b>History of Property</b>			
Current listing information: The subject property was listed for sale at time of inspection.			
Prior sale: The subject has not transferred in the last 36 months.			
<b>Exposure Time / Marketing Time</b>			
The appraiser estimates that a reasonable marketing time for the subject property is 6 months. This is consistent with the estimated marketing time noted.			
<b>Personal (non-realty) Transfers</b>			
No personal property was included in the final value estimated for the subject.			
<b>Additional Comments</b>			
This appraisal was prepared with photo imaging technology and not traditional 35mm photography. These images have not been altered in any way.			
This report may contain digital signatures. This type of signature meets the requirements of the Uniform Standards of Professional Appraisal Practice (USPAP). The software program used to generate this digital signature is password protected. The appraiser has sole control over affixing his/her digital signature to a report. The appraisal report can not be modified without the permission of every appraiser who has signed this report. Electronically affixing a signature to a report carries the same level of authenticity and responsibility as a traditional signature.			
<b>Certification Supplement</b>			
1. This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or an approval of a loan.			
2. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result or the occurrence of a subsequent event.			
Appraiser(s): James M. Kennedy			
Effective date / Report date: 9/4/2008			
Supervisory Appraiser(s):			
Effective date / Report date:			



IDENTIFICATION

Borrower NA

Census Tract 104

Map Reference 66-To Be Det.

Property Address Lot 1, Louisa Road

City Keswick

County Albemarle

State VA

Zip Code 22974

Legal Description Lot 1 (2.33 ac) per attached survey

Sale Price \$ NA

Date of Sale N/A

Loan Term yrs.

Property Rights Appraised ☒ Fee ☐ Leasehold ☐ De Minimis PUD

Actual Real Estate Taxes \$ To Be Det. (yr)

Loan charges to be paid by seller \$ N/A

Other sales concessions

Lender/Client Client: Laurie Pace

Address 6342 Louisa Rd, Keswick, VA 22974

Occupant Vacant Land

Appraiser James M. Kennedy

Instructions to Appraiser Provide Fair Market Value in a Summary Report.

NEIGHBORHOOD

Location

Built Up

Growth Rate

Property Values

Demand/Supply

Marketing Time

Present Land Use

Change in Present Land Use

Predominant Occupancy

Single Family Price Range

Single Family Age

☐ Urban

☐ Over 75%

☐ Rapid

☐ Increasing

☐ Shortage

☐ Under 3 Mos.

☐ 75% 1 Family

☒ Not Likely

☒ Owner

☒ Suburban

☒ 25% to 75%

☒ Steady

☒ Stable

☒ In Balance

☐ 4-6 Mos.

☐ 2-4 Family

☐ Likely (\*)

☐ Tenant

☐ Rural

☐ Under 25%

☐ Slow

☐ Declining

☐ Oversupply

☒ Over 6 Mos.

☐ % Apts.

☐ % Vacant

☐ Taking Place (\*)

☐ % Vacant

Employment Stability

Convenience to Employment

Convenience to Shopping

Convenience to Schools

Adequacy of Public Transportation

Recreational Facilities

Adequacy of Utilities

Property Compatibility

Protection from Detrimental Conditions

Police and Fire Protection

General Appearance of Properties

Appeal to Market

Good

Avg.

Fair

Poor

Comments including those factors, favorable or unfavorable, affecting marketability (e.g. public parks, schools, view, noise):

The market appeal of properties in this area has historically been good. There is easy access to Charlottesville by way of Louisa Road (Route 22), proximity to employment is good and employment stability is good. The neighborhood consists of a mix of styles of homes, many of which are older estate homes, or new custom designed properties. The subject site size and setting should be attractive to this market segment.

SITE

Dimensions Per Survey, Attached

=

2.33 Sq. Ft. or Acres

☐ Corner Lot

Zoning classification RA-Residential

Present Improvements ☒ do ☐ do not conform to zoning regulations

Highest and best use ☒ Present use ☐ Other (specify)

Elec.

Gas

Water

San. Sewer

☒ Public

☐ Private-Typical

☐ Well-Typical

☐ Septic-typical

☐ Underground Elect. & Tel.

OFF SITE IMPROVEMENTS

Street Access

Surface

Maintenance

☒ Public

☐ Private

Storm Sewer

Sidewalk

Curb/Gutter

Street Lights

Topo

Size

Shape

View

Drainage

Rolling/Slope/Good

Good/from Survey

Good Utility

Wooded/Road/Good

Appears Adequate

Is the property located in a HUD Identified Special Flood Hazard Area?

☒ No ☐ Yes

Comments (favorable or unfavorable including any apparent adverse easements, encroachments, or other adverse conditions):

There are no apparent easements, encroachments or detrimental site conditions noted at time of inspection.

The Extraordinary Assumptions are made that the subject site will be approved by Albemarle County, and then subdivided from the main parcel; the proposed access to the site is approved by the Virginia Department of Transportation; the site has an approved well and septic system.

MARKET DATA ANALYSIS

ITEM

SUBJECT PROPERTY

COMPARABLE NO. 1

COMPARABLE NO. 2

COMPARABLE NO. 3

Address Lot 1, Louisa Road

TM 81-51D3; Campbell Road

TM 80-135A; Bunker Hill Road

TM 89-76H; Sweet Hollow Lane

Keswick/Albemarle County

Keswick/Albemarle County

Keswick/Albemarle County

Red Hill/Albemarle County

Proximity to Subject

1.32 miles

4.18 miles

18.63 miles

Sales Price

\$ NA

\$ 162,500

\$ 138,500

\$ 110,000

Price

\$

\$

\$

\$

Data Source

Inspection/Survey

MLS/Public Records

MLS/Public Records

MLS/Public Records

Date of Sale and Time Adjustment

DESCRIPTION

DESCRIPTION

DESCRIPTION

DESCRIPTION

N/A

4/14/2008

7/14/2008

1/31/2008

Location

Good

Superior

Superior

Good/Similar

Site/View

Wooded/Main Road

Wooded/Superior

Wooded/Superior

Wooded/Superior

Size

2.33 ac (proposed)

3.79 ac

2.70 ac

4.23 ac

Topography

Rolling/Slope/Good

Rolling/Slope/Good

Rolling/Slope/Good

Slope/Similar

Shape

Irreg/Good

Irreg/Good

Irreg/Good

Irreg/Good

Sales or Financing Concessions

Net Adj. (Total)

☐ + ☒ - \$ 65,000

☐ + ☒ - \$ 41,550

☐ + ☒ - \$ 22,000

Indicated Value of Subject

Net 40.0 % \$ 97,500

Net 30.0 % \$ 96,950

Net 20.0 % \$ 88,000

Comments on Market Data:

The search for sale went back 12 months in the MLS and Assessor's Records. The sales provided best represent building lot sales in the subject's market segment. Sale 1 is in a superior development and closer to town; Sale 2 is also closer to town. Sale 3 has a similar location appeal. The 10% view adjustments account for the Sales being off of a main road having superior settings.

Comments and Conditions of Appraisal: See attached Limiting Conditions addendum.

The Extraordinary Assumptions are made that the subject site will be approved by Albemarle County, and then subdivided from the main parcel; the proposed access to the site is approved by the Virginia Department of Transportation; the site has an approved well and septic system.

RECONCILIATION

Final Reconciliation:

After considering the subject's general location and size, it's value is estimated toward Comparables 2 and 3. The photos and signatures provide in the report are original, digital reproductions. The signatures are password protected.

I ESTIMATE THE MARKET VALUE, AS DEFINED, OF SUBJECT PROPERTY AS OF 9/4/2008 to be \$ 90,000

James M. Kennedy

Lic. No. 4001 000567

James M. Kennedy

Appraiser(s)

Review Appraiser (if applicable)

☐ Did ☐ Did Not Physically Inspect Property

**DEFINITION OF MARKET VALUE:** The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeably and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby: (1) buyer and seller are typically motivated; (2) both parties are well informed or well advised, and each acting in what he considers his own best interest; (3) a reasonable time is allowed for exposure in the open market; (4) payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and (5) the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions\* granted by anyone associated with the sale.

\* Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by sellers as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to financing terms offered by a third party institutional lender that is not already involved in the property or transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar amount of any adjustment should approximate the market's reaction to the financing or concessions based on the appraiser's judgement.

**STATEMENT OF LIMITING CONDITIONS AND APPRAISER'S CERTIFICATION**

**CONTINGENT AND LIMITING CONDITIONS:** The appraiser's certification that appears in the appraisal report is subject to the following conditions:

1. The appraiser will not be responsible for matters of a legal nature that affect either the property being appraised or the title to it. The appraiser assumes that the title is good and marketable and, therefore, will not render any opinions about the title. The property is appraised on the basis of it being under responsible ownership.
2. The appraiser has provided a sketch in the appraisal report to show approximate dimensions of the improvements and the sketch is included only to assist the reader of the report in visualizing the property and understanding the appraiser's determination of its size.
3. The appraiser has examined the available flood maps that are provided by the Federal Emergency Management Agency (or other data sources) and has noted in the appraisal report whether the subject site is located in an identified Special Flood Hazard Area. Because the appraiser is not a surveyor, he or she makes no guarantees, express or implied, regarding this determination.
4. The appraiser will not give testimony or appear in court because he or she made an appraisal of the property in question, unless specific arrangements to do so have been made beforehand.
5. The appraiser has estimated the value of the land in the cost approach at its highest and best use and the improvements at their contributory value. These separate valuations of the land and improvements must not be used in conjunction with any other appraisal and are invalid if they are so used.
6. The appraiser has noted in the appraisal report any adverse conditions (such as, needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he or she became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
7. The appraiser obtained the information, estimates, and opinions that were expressed in the appraisal report from sources that he or she considers to be reliable and believes them to be true and correct. The appraiser does not assume responsibility for the accuracy of such items that were furnished by other parties.
8. The appraiser will not disclose the contents of the appraisal report except as provided for in the Uniform Standards of Professional Appraisal Practice.
9. The appraiser has based his or her appraisal report and valuation conclusion for an appraisal that is subject to satisfactory completion, repairs, or alterations on the assumption that completion of the improvements will be performed in a workmanlike manner.
10. The appraiser must provide his or her prior written consent before the lender/client specified in the appraisal report can distribute the appraisal report (including conclusions about the property value, the appraiser's identity and professional designations, and references to any professional appraisal organizations or the firm with which the appraiser is associated) to anyone other than the borrower; the mortgagee or its successors and assigns; the mortgage insurer; consultants; professional appraisal organizations; any state or federally approved financial institution; or any department, agency, or instrumentality of the United States or any state or the District of Columbia; except that the lender/client may distribute the property description section of the report only to data collection or reporting service(s) without having to obtain the appraiser's prior written consent. The appraiser's written consent and approval must also be obtained before the appraisal can be conveyed by anyone to the public through advertising, public relations, news, sales, or other media.


**APPRAISER’S CERTIFICATION:** The Appraiser certifies and agrees that:

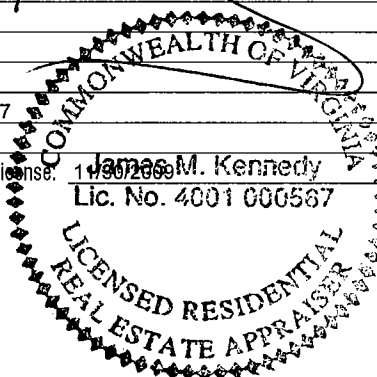
1. I have researched the subject market area and have selected a minimum of three recent sales of properties most similar and proximate to the subject property for consideration in the sales comparison analysis and have made a dollar adjustment when appropriate to reflect the market reaction to those items of significant variation. If a significant item in a comparable property is superior to, or more favorable than, the subject property, I have made a negative adjustment to reduce the adjusted sales price of the comparable and, if a significant item in a comparable property is inferior to, or less favorable than the subject property, I have made a positive adjustment to increase the adjusted sales price of the comparable.
2. I have taken into consideration the factors that have an impact on value in my development of the estimate of market value in the appraisal report. I have not knowingly withheld any significant information from the appraisal report and I believe, to the best of my knowledge, that all statements and information in the appraisal report are true and correct.
3. I stated in the appraisal report only my own personal, unbiased, and professional analysis, opinions, and conclusions, which are subject only to the contingent and limiting conditions specified in this form.
4. I have no present or prospective interest in the property that is the subject to this report, and I have no present or prospective personal interest or bias with respect to the participants in the transaction. I did not base, either partially or completely, my analysis and/or the estimate of market value in the appraisal report on the race, color, religion, sex, handicap, familial status, or national origin of either the prospective owners or occupants of the subject property or of the present owners or occupants of the properties in the vicinity of the subject property.
5. I have no present or contemplated future interest in the subject property, and neither my current or future employment nor my compensation for performing this appraisal is contingent on the appraised value of the property.
6. I was not required to report a predetermined value or direction in value that favors the cause of the client or any related party, the amount of the value estimate, the attainment of a specific result, or the occurrence of a subsequent event in order to receive my compensation and/or employment for performing the appraisal. I did not base the appraisal report on a requested minimum valuation, a specific valuation, or the need to approve a specific mortgage loan.
7. I performed this appraisal in conformity with the Uniform Standards of Professional Appraisal Practice that were adopted and promulgated by the Appraisal Standards Board of The Appraisal Foundation and that were in place as of the effective date of this appraisal, with the exception of the departure provision of those Standards, which does not apply. I acknowledge that an estimate of a reasonable time for exposure in the open market is a condition in the definition of market value and the estimate I developed is consistent with the marketing time noted in the neighborhood section of this report, unless I have otherwise stated in the reconciliation section.
8. I have personally inspected the interior and exterior areas of the subject property and the exterior of all properties listed as comparables in the appraisal report. I further certify that I have noted any apparent or known adverse conditions in the subject improvements, on the subject site, or on any site within the immediate vicinity of the subject property of which I am aware and have made adjustments for these adverse conditions in my analysis of the property value to the extent that I had market evidence to support them. I have also commented about the effect of the adverse conditions on the marketability of the subject property.
9. I personally prepared all conclusions and opinions about the real estate that were set forth in the appraisal report. If I relied on significant professional assistance from any individual or individuals in the performance of the appraisal or the preparation of the appraisal report, I have named such individual(s) and disclosed the specific tasks performed by them in the reconciliation section of this appraisal report. I certify that any individual so named is qualified to perform the tasks. I have not authorized anyone to make a change to any item in the report; therefore, if an unauthorized change is made to the appraisal report, I will take no responsibility for it.

**SUPERVISORY APPRAISER’S CERTIFICATION:** If a supervisory appraiser signed the appraisal report, he or she certifies and agrees that: I directly supervise the appraiser who prepared the appraisal report, have reviewed the appraisal report, agree with the statements and conclusions of the appraiser, agree to be bound by the appraiser’s certifications numbered 4 through 7 above, and am taking full responsibility for the appraisal and the appraisal report.

**ADDRESS OF PROPERTY APPRAISED:** Lot 1, Louisa Road, Keswick, VA 22974

**APPRAISER:**

Signature:   
Name: James M. Kennedy  
Date Signed: \_\_\_\_\_  
State Certification #: \_\_\_\_\_  
or State License #: 4001 000567  
State: VA  
Expiration Date of Certification or License: 1/30/2009



**SUPERVISORY APPRAISER (only if required):**

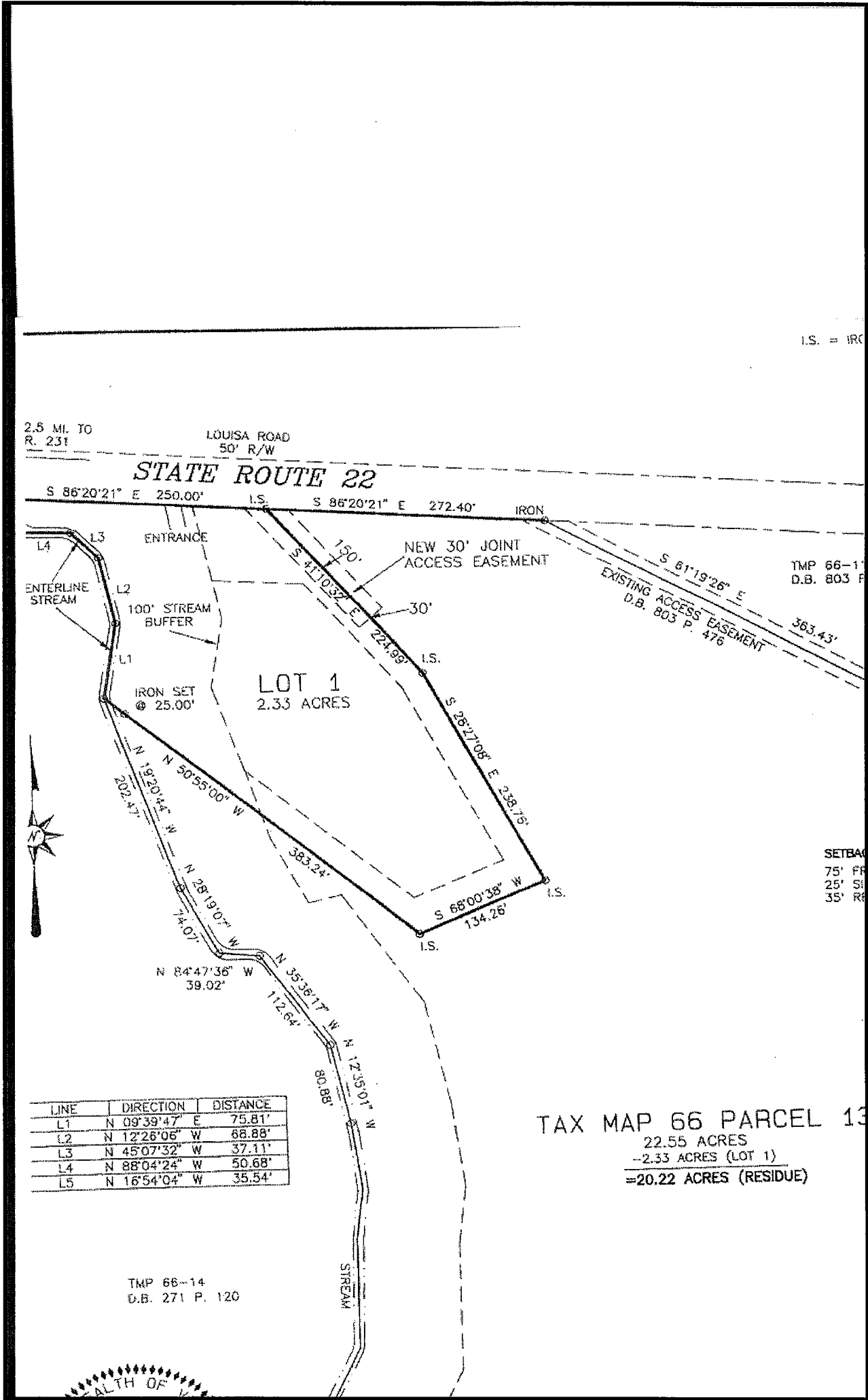
Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Date Signed: \_\_\_\_\_  
State Certification #: \_\_\_\_\_  
or State License #: \_\_\_\_\_  
State: \_\_\_\_\_  
Expiration Date of Certification or License: \_\_\_\_\_

☐ Did ☐ Did Not Inspect Property



Survey Map

Borrower/Client NA			
Property Address Lot 1, Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			



Subject Photo Page

Borrower/Client NA			
Property Address Lot 1, Louisa Road			
City Keswick	County Albemarle	State VA	Zip Code 22974
Lender Client: Laurie Pace			

Subject Front

Lot 1, Louisa Road	
Sales Price	NA
Gross Living Area	3,570
Total Rooms	10
Total Bedrooms	4
Total Bathrooms	2
Location	Good
View	Wooded/Main Road
Site	22.549 Ac.
Quality	Good
Age	100+/-



Subject Street

